

# CONTRACT



**WOIO**  
**1717 East 12th Street**  
**Cleveland, OH 44114**  
**(216) 771-1943**

And:

**Adelstein/Liston**  
**222 W. Ontario**  
**Suite 600**  
**Chicago, IL 60610**

<u>Contract / Revision</u>		<u>Alt Order #</u>
815937 /		06279366
<u>Product</u>		
<b>AFSCME (OH-16)</b>		
<u>Contract Dates</u>	<u>Estimate #</u>	
<b>09/28/12 - 09/30/12</b>	<b>3202</b>	
<u>Advertiser</u>		<u>Original Date / Revision</u>
<b>AFSCME</b>		08/31/12 / 08/31/12
<u>Billing Cycle</u>	<u>Billing Calendar</u>	<u>Cash/Trade</u>
EOM/EOC	Broadcast	Cash
<u>Station</u>	<u>Account Executive</u>	<u>Sales Office</u>
<b>WOIO</b>	Jim Rapp	Telerep-Chicago
<u>Special Handling</u>		
<u>Demographic</u>		
Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
8004		
<u>Agency Ref</u>		<u>Advertiser Ref</u>

<u>*Line</u>	<u>Ch</u>	<u>Start Date</u>	<u>End Date</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Days</u>	<u>Length</u>	<u>Spots/Week</u>	<u>Rate</u>	<u>Totals</u>	
										<u>Type</u>	<u>Spots</u>
N 1	WOIO	09/28/12	09/28/12	Action News at 6a	6-7a		:30			NM	1 \$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 09/24/12	09/30/12	-----1--				1	\$225.00		
N 2	WOIO	09/29/12	09/29/12	Sat Early Show	9-11a		:30			NM	1 \$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 09/24/12	09/30/12	-----1-				1	\$225.00		
N 3	WOIO	09/28/12	09/28/12	Action News at 4p	4-5p		:30			NM	2 \$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 09/24/12	09/30/12	-----2--				2	\$500.00		
N 4	WOIO	09/28/12	09/28/12	Action News at 5p	5-6p		:30			NM	1 \$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 09/24/12	09/30/12	-----1--				1	\$1,500.00		
N 5	WOIO	09/30/12	09/30/12	SU Action News at 630p	630-7p		:30			NM	1 \$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 09/24/12	09/30/12	-----1				1	\$2,000.00		
N 6	WOIO	09/28/12	09/28/12	Fri Hour 1	8-9p		:30			NM	1 \$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 09/24/12	09/30/12	-----1--				1	\$3,000.00		
N 7	WOIO	09/28/12	09/28/12	Fri Hour 3	10-11p		:30			NM	1 \$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 09/24/12	09/30/12	-----1--				1	\$6,000.00		
N 8	WOIO	09/30/12	09/30/12	Sun Hour 4	10-11p		:30			NM	1 \$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 09/24/12	09/30/12	-----1				1	\$6,000.00		
N 9	WOIO	09/28/12	09/28/12	Action News at 11p	11-1135p		:30			NM	1 \$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 09/24/12	09/30/12	-----1--				1	\$3,000.00		
N 10	WOIO	09/30/12	09/30/12	11p-12a	11p-12a		:30			NM	1 \$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 09/24/12	09/30/12	-----1				1	\$2,500.00		
N 11	WOIO	09/28/12	09/28/12	David Letterman	1135p-1238a		:30			NM	1 \$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
		Week: 09/24/12	09/30/12	-----1				1	\$750.00		

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



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**1717 East 12th Street**  
**Cleveland, OH 44114**  
**(216) 771-1943**

Contract / Revision 815937 /	Alt Order # 06279366	
Contract Dates 09/28/12 - 09/30/12	Product AFSCME (OH-16)	Estimate # 3202
Advertiser <b>AFSCME</b>		Original Date / Revision 08/31/12 / 08/31/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	<u>Totals</u>		
										Type	Spots	Amount
		<u>Start Date</u> Week: 09/24/12	<u>End Date</u> 09/30/12	<u>Weekdays</u> -----1--				<u>Spots/Week</u> 1	<u>Rate</u> \$750.00			
N 12	WOIO	09/30/12	09/30/12	1205a-105a	1205a-105a		:30			NM	1	\$350.00
		<u>Start Date</u> Week: 09/24/12	<u>End Date</u> 09/30/12	<u>Weekdays</u> -----1				<u>Spots/Week</u> 1	<u>Rate</u> \$350.00			
N 13	WOIO	09/28/12	09/28/12	Action News at 5a	5-6a		:30			NM	1	\$150.00
		<u>Start Date</u> Week: 09/24/12	<u>End Date</u> 09/30/12	<u>Weekdays</u> -----1--				<u>Spots/Week</u> 1	<u>Rate</u> \$150.00			
N 14	WOIO	09/28/12	09/28/12	The Early Show	7-9a		:30			NM	2	\$350.00
		<u>Start Date</u> Week: 09/24/12	<u>End Date</u> 09/30/12	<u>Weekdays</u> -----2--				<u>Spots/Week</u> 2	<u>Rate</u> \$175.00			
N 15	WOIO	09/30/12	09/30/12	Sun Hour 3	9-10p		:30			NM	1	\$7,500.00
		<u>Start Date</u> Week: 09/24/12	<u>End Date</u> 09/30/12	<u>Weekdays</u> -----1				<u>Spots/Week</u> 1	<u>Rate</u> \$7,500.00			
N 16	WOIO	09/29/12	09/29/12	NCAA Football Reg Game 1	330p-7p		:30			NM	4	\$3,400.00
		<u>Start Date</u> Week: 09/24/12	<u>End Date</u> 09/30/12	<u>Weekdays</u> -----4-				<u>Spots/Week</u> 4	<u>Rate</u> \$850.00			

Totals 21 \$37,950.00

Time Period	# of Spots	Gross Amount	Net Amount
08/27/12 - 09/30/12	21	\$37,950.00	\$32,257.50
<b>Totals</b>	<b>21</b>	<b>\$37,950.00</b>	<b>\$32,257.50</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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